

**Listing of Claims**

1. (Original) A method in a computer system for defining a forecast snapshot, the method comprising:
  - receiving from a user an interval for creating forecast snapshots;
  - receiving from the user a day within the interval for creating forecast snapshots;
  - receiving from the user roles of participants to be included in the forecast snapshots;
  - notifying the participants of the creation of a forecast snapshot so the participants can update their forecast information; and
  - generating a forecast snapshot based on the opportunity information of the participants in accordance with the day within the interval.
2. (Original) The method of claim 1 wherein the interval is weekly.
3. (Original) The method of claim 2 wherein the day is a day of the week.
4. (Original) The method of claim 1 wherein the interval is monthly.
5. (Original) The method of claim 4 wherein the interval is a day of the month.
6. (Original) The method of claim 1 including before generating a forecast snapshot, ensuring correctness of a hierarchy of the participants.
7. (Original) The method of claim 6 including when the hierarchy of participants is not correct, notifying a user so the hierarchy can be corrected.
8. (Original) The method of claim 1 wherein the generating includes for each participant, retrieving opportunity information for that participant; and generating forecast summaries in accordance with a hierarchy of the participants.

9. (Original) The method of claim 1 wherein each forecast snapshot is associated with a forecast period.
10. (Original) The method of claim 9 wherein the forecast period is a quarter.
11. (Original) The method of claim 9 including receiving from the user an indication of the forecast period.
12. (Original) The method of claim 1 wherein the forecast snapshot is automatically generated based on the day and interval.
13. (Original) A computer system for defining a forecast snapshot, comprising:
  - a component for receiving from a user a schedule for creating forecast snapshots;
  - a component for receiving from the user an indication of participants to be included in the forecast snapshots;
  - a component that automatically generates a forecast snapshot based on the opportunity information of the participants in accordance with the schedule; and
  - a component that sends an alert to the participants that a forecast snapshot has been created so the participants can update their forecast information.
14. (Original) The computer system of claim 13 wherein the schedule is based on a user-defined interval.
15. (Original) The computer system of claim 13 including a component that, before generating a forecast snapshot, ensures the correctness of a hierarchy of the participants.
16. (Original) The computer system of claim 15 including a component that, when the hierarchy of participants is not correct, notifies a user so the hierarchy can be corrected.

17. (Original) The computer system of claim 13 wherein the component that generates the forecast snapshot includes:  
for each participant, retrieving opportunity information for that participant; and  
generating forecast summaries in accordance with a hierarchy of the participants.
18. (Original) The computer system of claim 13 wherein each forecast snapshot is associated with a forecast period.
19. (Original) The computer system of claim 13 wherein participants are indicated by their roles.
20. (Original) A computer-readable medium containing instructions for controlling a computer system to define a forecast snapshot, by a method comprising:  
receiving from a user a schedule for generating the forecast snapshots;  
receiving from the user an indication of participants to be included in the forecast snapshots; and  
automatically generating a forecast snapshot based on the opportunity information of the participants in accordance with the schedule.
21. (Original) The computer-readable medium of claim 20 wherein the schedule is based on an interval.
22. (Original) The computer-readable medium of claim 21 wherein the schedule specifies a day within the interval.
23. (Original) The computer-readable medium of claim 21 wherein the participants are indicated by their roles within an organization.
24. (Original) The computer-readable medium of claim 21, including before generating a forecast snapshot, ensuring the correctness of a hierarchy of the participants.

25. (Original) The computer-readable medium of claim 24, including when the hierarchy of participants is not correct, notifying a user so the hierarchy can be corrected.
26. (Original) The computer-readable medium of claim 21 wherein generating the forecast snapshot includes:
- for each participant, retrieving opportunity information for that participant; and
  - generating forecast summaries in accordance with a hierarchy of the participants.
27. (Original) The computer-readable medium of claim 21 wherein each forecast snapshot is associated with a forecast period.